



Management Science Associates, Inc.

SHADYSIDE CENTRE • 5100 CENTRE AVENUE  
PITTSBURGH, PENNSYLVANIA 15232  
(412) 683-9533 • Telex: 902907

*Let's  
Hearman  
Pittsburgh*

October 21, 1985

Ms. Barbara Weinstein  
PHILIP MORRIS, U.S.A.  
120 Park Avenue  
New York, NY 10017

Dear Barbara:

Subject: Navy Exchange Military Reports

Beginning with the Third Quarter 1985 data, MSA will be producing military reports for Philip Morris on the Navy Exchanges. These reports will include a Total U.S. - Total Navy Exchange report, and reports by the ten government defined complexes (Pearl Harbor, Seattle, Oakland, San Diego, Corpus Christi, Pensacola, Jacksonville, Norfolk, Mechanicsburg, and Davisville). The cost for these reports are detailed below.

Third Quarter 1985 Reports:

Production of the Total U.S. - Total Navy Exchange Report	\$ 541
One time setup charge for Navy Exchange complex reports based on government definitions	618
Production of ten Navy Exchange complex reports	<u>465</u>
TOTAL	\$1,624

Ongoing Quarterly Reports:

Production of the Total U.S. - Total Navy Exchange Report	\$ 541
Production of ten Navy Exchange complex reports	<u>465</u>
TOTAL	\$1,006

Prior to beginning the production of the ten complex reports, Philip Morris must determine into which complexes the five main exchanges should be placed. The exchanges in question are NTC Great Lakes, NAS Memphis, NAS Meridian, NAS Dallas, and NAS New Orleans.

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Barbara Weinstein  
October 21, 1985

Page Two

Please call if you have any questions concerning these costs.

Sincerely,



Deborah J. Sale

DJS:skp

cc: Lynn D. Hare - MSA  
Kathleen M. Kenney - MSA  
Lorraine M. Murphy - MSA

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